

Tennessee Department of Correction

RFP #32901-31158

TECHNICAL PROPOSAL

ORIGINAL

Sealed proposals will be received until
2:00 p.m., November 8, 2012



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Brentwood, TN 37027
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Tennessee Department of Correction

Proposal Response
Health Services

Request for Proposal (RFP) # 32901-31158

Sealed Proposals will be received until: 2:00 p.m., November 8, 2012

Prepared By:

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Shipping One (1) original Technical Proposal paper document and Twelve (12) copies of the Technical Proposal each in the form of one (1) digital document in "PDF" format on its own otherwise blank, standard CD-R recordable disc

One (1) original Cost Proposal paper document and One (1) copy in the form of a digital document in "PDF/XLS" format properly recorded on separate, blank, standard CD-R recordable disc



Corizon, Inc.'s Proven Ability to Control Costs for the TDOC

As a longstanding partner of the TDOC, we continuously strive to provide support to the TDOC in addressing budgetary needs. As such, we have collectively worked to manage costs appropriately for the TDOC while at the same time improving healthcare services for the inmate population. Throughout our proposal you will see the **experience and proven competence of our long-term staff** in analyzing and forecasting budget requirements enables us to deliver quality healthcare at the right cost. Corizon has the experience with the TDOC to understand and recognize cost trends, anticipate changes, and recommend actions to maximize cost savings. The following Corizon, Inc. program components have proven effective at achieving **positive clinical outcomes** while, in tandem, **controlling costs through increased utilization review management for both inpatient and outpatient services for the TDOC** throughout the duration of our contract that began in 2010. This cost savings is passed on to the TDOC through decreased utilization of officers for transport of patients to hospitals, clinics and emergency rooms.

Cost Driver: Offsite Utilization

The Corizon, Inc. Solution for the TDOC: Corizon, Inc. has developed and implemented a

sophisticated utilization management program to support our Tennessee providers and local hospital partners, enabling Corizon, Inc. to provide **appropriate clinical care** and **improved continuity of services** while returning value to the state of Tennessee. Through improved utilization processes that have resulted in reductions in

Corizon, Inc. Utilization Management at TDOC Facilities				
	2010	2011	2012 (YTD)	Percent Reduction
Inpatient Hospital Days/1,000 Inmates	191.5	142.3	126.7	-34%
Hospital Admissions/1,000 Inmates	43.6	35.6	33.9	-22%
Average Length of Hospital Stay	4.6	4.1	3.8	-17%

inpatient days and inmate average length of stay, Corizon, Inc. has reduced the security costs associated with offsite transports since 2010 (pages 148-149). **This reduction in offsite hospital days translates to savings for the TDOC in transportation and correctional officer costs as well as improved safety for the community.**

Cost Driver: Staffing Vacancies

The Corizon, Inc. Solution for the TDOC: Healthcare organizations across the United States are facing increasing needs and heightened competition for healthcare professionals in today's market. **In spite of this trend, our filled staffing ratio has averaged 95% for the TDOC since 2010** (page 172). We anticipate continued success in the recruitment and perhaps more important, retention of the quality healthcare staff under this contract.



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Recent AccessCenters

Daily Pharmacy Reports	9/7/2011 9:56:00 AM
<small>Description: Daily view of pharmacy costs & utilization</small>	
Daily Labor Reports	9/8/2011 9:56:00 AM
<small>Description: Daily view of labor metrics including overtime statistics</small>	
Corizon Leading Indicators	9/8/2011 8:05:00 AM
<small>Description: Daily view of contract medical, pharmacy & labor leading indicators</small>	
2011 KPI Dashboard	9/8/2011 8:12:00 AM
<small>Description: Year to Date view of 2011 KPIs</small>	
Daily HR Reports	9/8/2011 9:09:00 AM
<small>Description: Current Year and Prior Year view of turnover rates along with turnover trending</small>	
Standard Reports	9/7/2011 2:56:00 PM
<small>Description: Regional standard and drill through reports</small>	
Prior Year Labor Reports	9/2/2011 12:32:00 PM
<small>Description: Prior year view of labor metrics including overtime statistics</small>	
Daily Utilization Reports	9/8/2011 9:14:00 AM
<small>Description: Daily view of inpatient metrics and high cost cases</small>	
KPI Dashboard - 2010	9/8/2011 7:57:00 AM
<small>Description: Year to Date view of 2010 KPIs</small>	

[Log Off](#)

All AccessCenters Sort By Name

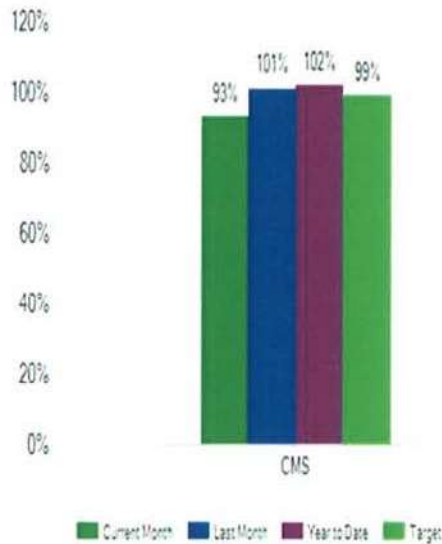
2011 KPI Dashboard	9/8/2011 8:12:00 AM
<small>Description: Year to Date view of 2011 KPIs</small>	
Corizon Leading Indicators	9/8/2011 8:05:00 AM





Hours Worked

Nursing Fill Rate



Based on T3 transmissions for hours worked within the last 17 days and based on Payroll for hours worked more than 17 days ago. Data is through the most recent Saturday; an additional lag is reported when today's date is Sunday, Monday or Tuesday - on these days, report is based on transmissions received through two Saturdays prior and Current Month is only reported after the 7th day of the month.

Region	Current Month	Last Month	Year to Date	Target
Region A	61%	95%	95%	97%
Region B	95%	101%	98%	100%
Region C	95%	96%	101%	98%
Region D	99%	91%	101%	95%
Region E	99%	96%	100%	100%
Region F	106%	107%	105%	98%
Region G	106%	106%	108%	100%
Region H	96%	106%	108%	100%
Region I	88%	106%	112%	100%
Region J	108%	120%	99%	100%
Region K	107%	101%	100%	101%
Region L	82%	96%	96%	97%
Region M	103%	102%	101%	100%

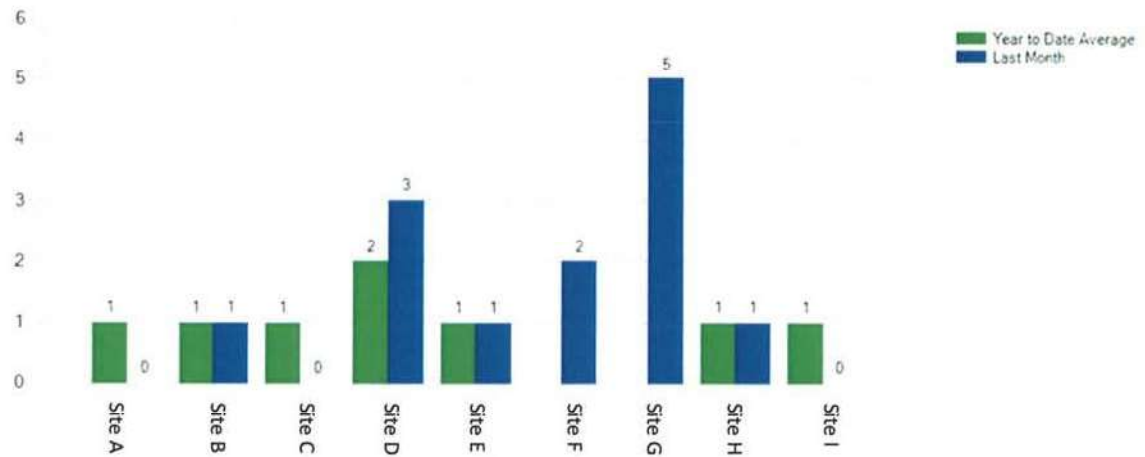
Page 1 of 1

[1]





ED Visits



Represents contract year and not calendar year.
Year to Date is represented as a monthly average not a year to date total gross and excludes current month.
Excludes ED visits that were admitted.

Proprietary and Confidential.

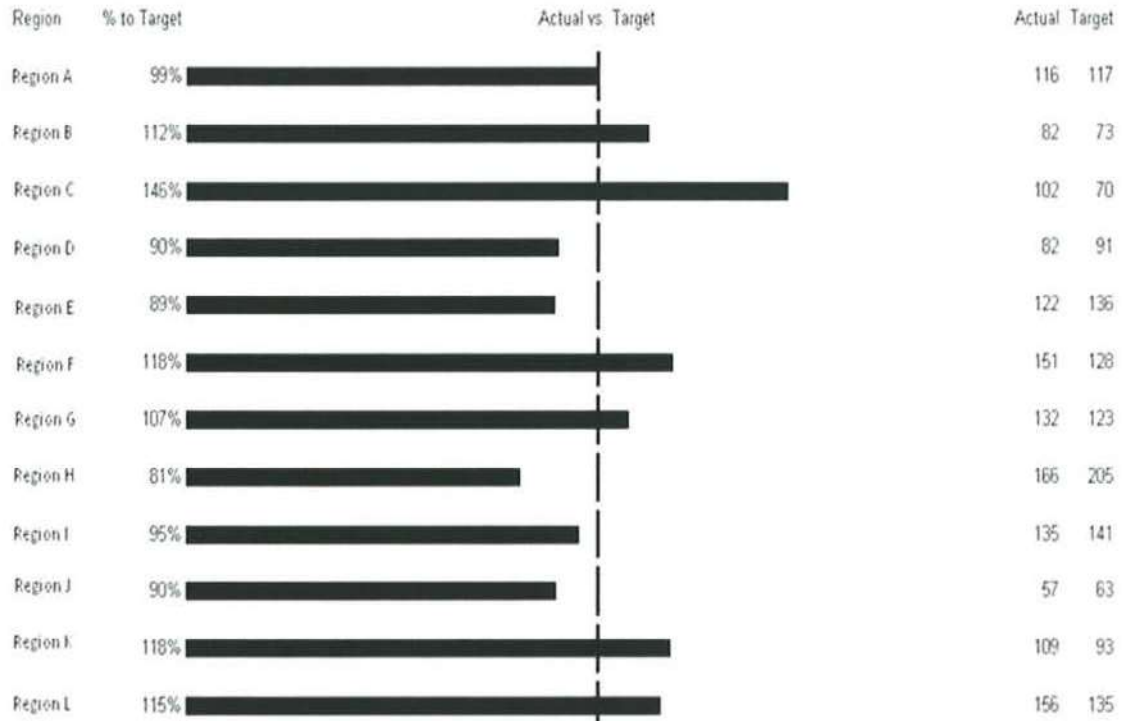
This information cannot be distributed without the written consent of Corizon.





Inpatient Days

Inpatient Days per 1,000 - Year to Date





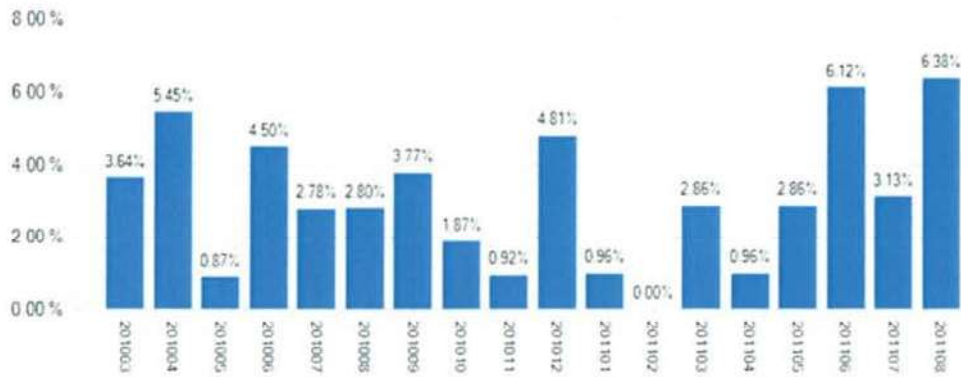
Rx PMPM

Primary Category	PMPM
<input type="text"/>	<input type="text"/>
CARDIOVASCULAR	\$29.82
GENERAL MEDICINE	\$215.88
GI	\$35.77
HIV	\$156.84
PSYCHOTROPIC	\$93.08
UNKNOWN	\$0.00

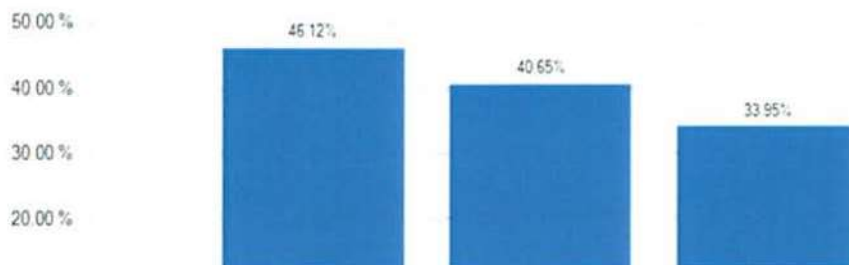


Turnover Data

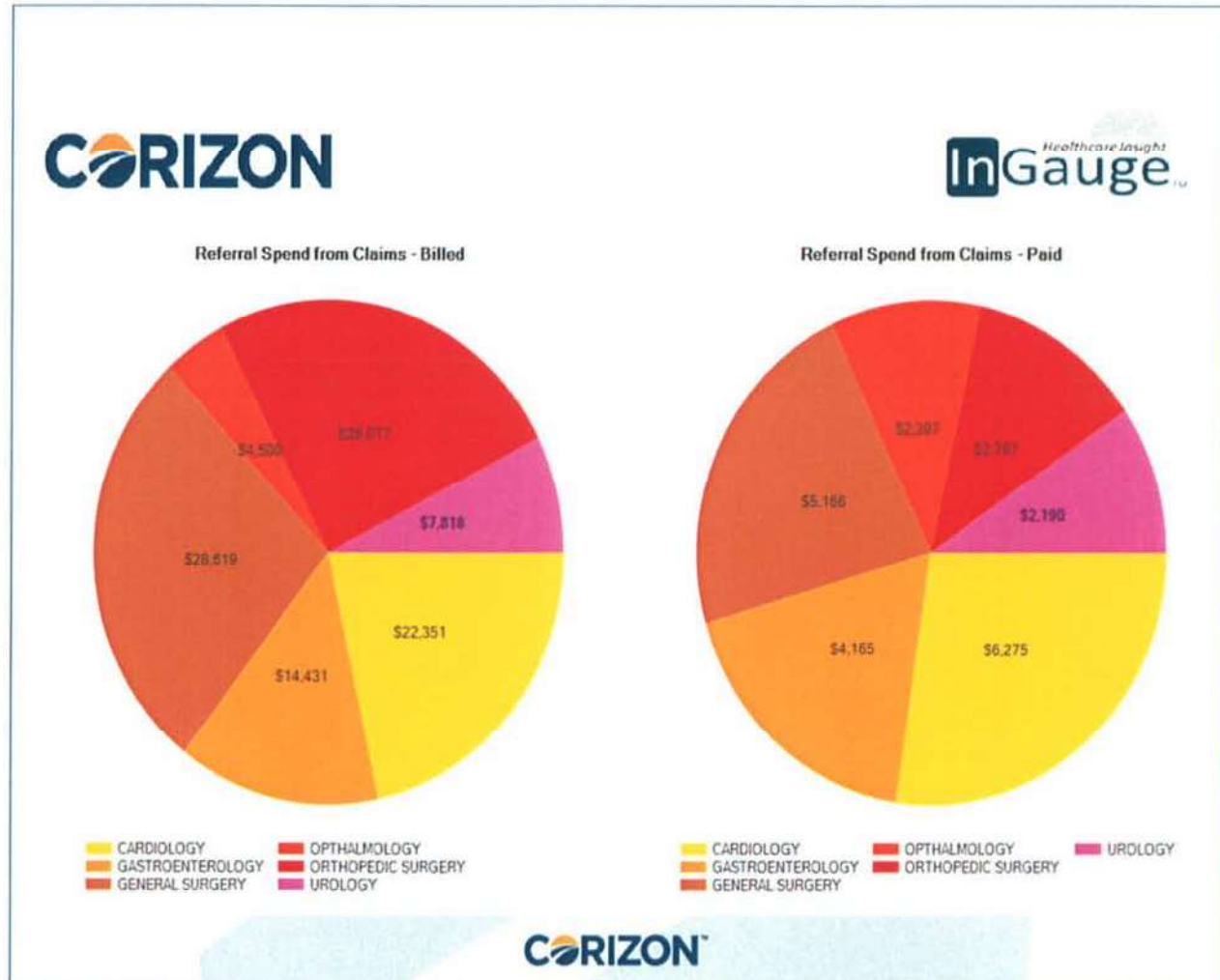
Turnover - Most Recent 18 Months



Turnover - Most Recent 3 Years



▲
Region
 Clear Selection ▼
Site Number
 Clear Selection ▼
Site Name
 Clear Selection ▼
Job Function
 Nursing ▼
Job SubFunction
 RN ▼







InGauge Data Warehouse

Access Center

Current Dashboard

Log Off

Help

Object Panel

Referrals by Specialty

Inpatient Days

Active Inpatient Cases

Top 50 Patients

Standard Reports

CORIZON

InGauge Healthcare Insights

Drag a column header here to group by that column

Site Number	Site Name	Hospital Name	Status	Authorization ID	Inmate Name	DOC ID	Admit Date	Discharge Date	Primary Diagnosis	Denied Days	Actual Days
00001	Site A	Hospital ABC	APPROVED	1234ABC	Inmate, Doe	5XXXX	20111003	20111005	CHR ISCHEMIC HRT DIS NOS	0	2.00
00002	Site B	Hospital XYZ	APPROVED	0000123	Smith, Mister	7XXXX	20111003	20111005	CELLULITIS OF LEG	0	2.00
00003	Site C	Saint Hospitalus	INPROCESS	5678DEF	Doe, Jane	1XXXX	20111005		DISC DIS NEC/NOS CERV	0	5.00
00004	Site D	University Hospital	INPROCESS	1234567	Doe, John	2XXXX	20111005		CRBL ART OCL NOS W INFR	0	5.00

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Region (Labor Detail)	Site Name (Labor Detail)	Site Number (Labor Detail)	Employee Full Name (Labor Detail)	Employee ID	Job Code	Worked J	Punch Time In (Labor Detail)	Punch Time Out (Labor Detail)	Time Desc (Labor Detail)	Hours Less Lunch	Overtime
1XXXX	8460	8460	10/3/2011 7:45:00 AM	10/3/2011 11:30:00 AM	IC SH1					3.75	0.00
2XXXX	8760	8760	10/2/2011 2:30:00 PM	10/2/2011 5:00:00 PM	SH5					2.50	0.00
			10/2/2011 5:30:00 PM	10/2/2011 11:00:00 PM	SH5					5.50	0.00
			10/4/2011 3:00:00 PM	10/4/2011 7:15:00 PM	Meeting S2					4.25	0.00
3XXXX	8760	8760	10/1/2011 11:30:00 AM	10/1/2011 3:00:00 PM	SH4					3.50	0.00
			10/1/2011 3:00:00 PM	10/1/2011 4:15:00 PM	SH5					1.25	0.00
			10/1/2011 4:45:00 PM	10/1/2011 11:30:00 PM	SH5					6.75	0.00
			10/1/2011 6:30:00 AM	10/1/2011 11:00:00 AM	SH4					4.50	0.00
4XXXX	8735	8735	10/1/2011 3:00:00 PM	10/1/2011 4:15:00 PM	SH5					1.25	0.00
			10/1/2011 4:45:00 PM	10/1/2011 11:30:00 PM	SH5					6.75	0.00
			10/2/2011 3:00:00 PM	10/2/2011 7:00:00 PM	SH5					4.00	0.00
			10/2/2011 7:00:00 PM	10/2/2011 7:30:00 PM	SH5					.50	0.00
			10/2/2011 8:00:00 PM	10/2/2011 11:30:00 PM	SH5					3.50	0.00
			10/4/2011 11:00:00 PM	10/5/2011	SH3					1.00	0.00
			10/5/2011	10/5/2011 12:45:00 AM	SH3					.75	0.00
			10/5/2011 1:15:00 AM	10/5/2011 7:00:00 AM	SH3					5.75	0.00
			10/5/2011 7:00:00 AM	10/5/2011 7:45:00 AM	SH1					.75	0.00
			10/6/2011 3:00:00 PM	10/6/2011 4:30:00 PM	SH2					1.50	0.00
			10/6/2011 5:00:00 PM	10/6/2011 11:30:00 PM	SH2					6.50	0.00
5XXXX	8735	8735	10/3/2011 12:45:00 PM	10/3/2011 3:30:00 PM	SH1					2.75	0.00
			10/3/2011 7:00:00 AM	10/3/2011 12:15:00 PM	SH1					5.25	0.00
			10/5/2011 12:45:00 PM	10/5/2011 3:30:00 PM	SH1					2.75	0.00
			10/5/2011 7:00:00 AM	10/5/2011 12:15:00 PM	SH1					5.25	0.00
			10/6/2011 12:45:00 PM	10/6/2011 3:30:00 PM	SH1					2.75	0.00
			10/6/2011 7:00:00 AM	10/6/2011 12:15:00 PM	SH1					5.25	0.00
			10/8/2011 1:30:00 PM	10/8/2011 3:30:00 PM	SH4					2.00	0.00
			10/8/2011 7:00:00 AM	10/8/2011 1:00:00 PM	SH4					6.00	0.00
6XXXX	8760	8760	10/3/2011 12:45:00 PM	10/3/2011 3:30:00 PM	SH1					2.75	0.00
			10/3/2011 7:00:00 AM	10/3/2011 12:15:00 PM	SH1					5.25	0.00
			10/4/2011 1:00:00 PM	10/4/2011 3:30:00 PM	SH1					2.50	0.00



Gauge Data Warehouse								
Access Center								
Current Dashboard								
Log Off								
Help								
Filled vs. SCD by Site								
Filled vs. SCD by Job								
Overtime by Site								
Overtime by Job								
Weekly Hours Over 40								
Daily Hours Over 8								
Drag a column header here to group by that column								
Region	Employee Id	Job Title	Employee Name	Cost Center	Site Name	Week Begin Date	Worked hrs	Over_40_hours
Region A	5XXXX	LPN	Doe, Jane	00001	Site ABC	2011/07/17	40.25	.25
Region B	2XXXX	RN	Doe, John	00003	Site XYZ	2011/09/18	40.25	.25
Region C	7XXXX	RN	Emplo, Abcd	00024	Site DEF	2011/08/07	40.25	.25
Region C	7XXXX	RN	Emplo, Abcd	00024	Site DEF	2011/09/11	40.25	.25
Region C	4XXXX	LPN	Worker, Xyzab	00024	Site DEF	2011/09/11	40.50	.50
Region B	2XXXX	RN	Doe, John	00003	Site XYZ	2011/07/17	40.50	.50
Region A	9XXXX	RN	Corizon, Emp	00001	Site ABC	2011/09/11	40.50	.50
Region C	3XXXX	RN	Employee, Abc	00024	Site DEF	2011/07/03	41.00	1.00
Region C	3XXXX	RN	Employee, Abc	00024	Site DEF	2011/09/11	41.00	1.00
Region B	2XXXX	RN	Doe, John	00003	Site XYZ	2011/07/03	41.25	1.25
Region C	4XXXX	LPN	Worker, Xyzab	00024	Site DEF	2011/09/25	41.50	1.50
Region A	9XXXX	RN	Corizon, Emp	00001	Site ABC	2011/10/02	41.50	1.50
Region C	3XXXX	RN	Employee, Abc	00024	Site DEF	2011/08/28	42.00	2.00
Region B	2XXXX	RN	Doe, John	00003	Site XYZ	2011/07/10	44.25	4.25





Region (Pharm)	Site Name (Pharm)	Site Number (Pharm)	Order ID	Posted Date	Dispensed Date			Actual Cost
Drug Primary Category Desc	Drug Secondary Category Desc	Drug Classification Desc	Brand Name	Generic Indicator	Non Formulary Indicator			
[-] CARDIOVASCULAR	[-] ANTICOAGULANT							\$6,954.16
	[-] CHOLESTEROL	[-] CHOLESTEROL	[-] LOPID					\$881.90
			[-] NIACIN	[-] Y	FORMULARY DRUG			\$7.29
			[-] QUESTRAN LIGHT					\$84.18
			[-] SLO-NIACIN					\$4.14
		[-] HMG						\$1,669.19
	[-] HTN/CARDIAC							\$10,818.82
[-] GENERAL MEDICINE								\$180,531.14
[-] GI								\$30,044.72
[-] HIV								\$97,873.54
[-] PSYCHOTROPIC								\$239,693.30





Region (Labor Summary) Site Name (Labor Summary) Job Function (Labor Summary)								
YearMo (Labor Summary)								
201103								
Job Code	Reported Reg Hours	Payroll Reg Hours	Reported OT Hours	Payroll OT Hours	Reported Offsite Hours	Payroll Offsite Hours	Reported Benefit Hours	Payroll Benefit Hours
8030	143.50	140.80	.00	.00	.00	.00	40.00	43.20
8310	169.00	137.60	.00	.00	.00	.00	16.00	14.40
8440	.00	.00	.00	.00	.00	.00	.00	.00
8450	64.50	64.47	.00	.00	.00	.00	.00	.00
8460	13.25	18.99	.00	.00	5.75	.00	.00	.00
8470	21.00	20.98	.00	.00	.00	.00	.00	.00
8735	901.25	896.40	1.50	.50	4.00	3.20	52.00	48.50
8760	534.00	515.30	8.50	6.00	.00	.00	10.75	9.55
8940	181.50	.00	6.75	.00	.00	.00	.00	.00
8941	.00	.00	.00	.00	.00	.00	.00	.00



Region (Labor Summary) ▼	Site Name (Labor Summary) ▼	Job Function (Labor Summary) ▼				
	YearMo (Labor Summary) ▼					
	201103					
Job Code (Labor Summary) ▼	Payroll Reg Dollars	Payroll OT Dollars	Payroll Offsite Dollars	Payroll Benefit Dollars		
8030	\$4,897.77	\$.	\$.	\$1,504.21		
8310	\$1,802.56	\$.	\$.	\$188.64		
8440	\$960.	\$.	\$.	\$.		
8450	\$6,598.48	\$.	\$.	\$.		
8460	\$2,659.98	\$.	\$.	\$.		
8470	\$1,574.99	\$.	\$.	\$.		
8735	\$25,667.77	\$20.51	\$89.6	\$1,330.37		
8760	\$10,193.36	\$166.04	\$.	\$177.79		
8940	\$.	\$.	\$.	\$.		
8941	\$5,199.97	\$.	\$.	\$.		

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